

商务英语口语900句11 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/151/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_151298.htm Unite Eleven 双方让步

291. In view of our good cooperation over the past few years, we are prepare to accept your price. 292.As a gesture of friendship , we accept the price of 50,000 \$ for 10,000 pairs of leather shoes. 293.It ' s seams there is nothing more I can do but to accept this price. 294.How about meeting each other half way and each of us make further concession so that business can be concluded. 295.I think that we should come to a compromise with each other in order to get the deal done. 296.Business is quite possible if each size makes some concessions. 297.If it is really so, we have to agree to your payment terms. 298.We ' d like to reduce the original offer slightly as a compromise. 299.We may consider making some concessions in our price. 300.In order to encouraging business we are prepare to make reduction. 301.We found we can make a step further provided that quantities will be no less 1,000,000 tons. 302.To show our sincerity ,we are prepare to make you a special concession of 6%. 303.After serious consideration we can accept your counter bid. 304.Considering your substantial order we can give you this exceptionally treatment. 305.Since it is the case ,we would exceptionally comply with your request by reducing our price to 500\$/piece. 306.We are please to grant you a 7% discount from the original offer since you agree to increase the order. 307.To get business under way ,we are agree to take this as an exceptional case.

308. We are prepared to reduce the price to 7.21\$. 309. 10% is out of the question but we are prepared to offer you 8%. 310. As a special accommodation we agree to your D/P payment terms, but only for once. 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com